

PRIVATE COMPANIES

Rank Prev. Rank	Company •Address	•Website •Email	Revenue for 12 months ended Dec. 31, 2016 •yearly % change	OC employees •yearly % change	Companywide employees •yearly % change	Company/product description	Year established	Top local official(s) •Title •Phone/fax
1 (1)	Pacific Life Insurance Co. 700 Newport Center Drive Newport Beach 92660-6397	pacificlife.com info@pacificlife.com	\$9 billion 7%	2,082 -3%	3,418 0%	Life insurance, annuities, investments, mutual funds, aircraft leasing, reinsurance	1868	James Morris chairman/CEO/president (949) 219-3011/(949) 219-8772
2 (3)	Kingston Technology Co. 17600 Newhope St. Fountain Valley 92708-4298	kingston.com sales@kingston.com	\$6.6 billion ⁽¹⁾ NA	650 0%	3,000 ⁽¹⁾ NA	Maker of PC and server memory, flash memory products, gaming peripherals	1987	John Tu/David Sun co-founder, CEO/co-founder, COO (714) 435-2600
3 (2)	Golden State Foods Corp. 18301 Von Karman Ave., Ste. 1100 Irvine 92612-1009	goldenstatefoods.com bsanderson@goldenstatefoods.com	\$6.1 billion -16%	116 -6%	6,162 -1%	Food manufacturer and distributor	1947	Mark Wetterau chairman/CEO/president (949) 247-8000/(949) 247-8092
4 (5)	Automobile Club of Southern California 3350 Harbor Blvd. Costa Mesa 92626-1502	aaa.com	\$5.4 billion 8%	3,600 ⁽¹⁾ NA	8,900 ⁽¹⁾ NA	Insurance, travel, automotive and financial services	1900	Robert Bouttier CEO
5 (6)	Vizio Inc. 39 Tesla Irvine 92618-4603	vizio.com pr@vizio.com	\$3.5 billion ⁽¹⁾ NA	232 -1%	490 8%	Seller of flat-panel Smart TVs, audio products and related electronics	2002	William Wang founder/CEO (949) 428-2525
6 (13)	Allied Universal 1551 N. Tustin Ave., Ste. 650 Santa Ana 92705-8664	aus.com steve.jones@aus.com	\$3.4 billion 109%	4,017 -51%	150,000 0%	Manned and electronic security systems, janitorial services	1965	Steve Jones CEO (714) 619-9700/(714) 619-9701
7 (8)	Irvine Company 550 Newport Center Drive Newport Beach 92660-7011	irvinecompany.com	\$3.1 billion ⁽¹⁾ NA	4,200 0%	4,400 0%	Real estate owner, developer	1864	Donald Bren chairman (949) 720-2000
8 (7)	Young's Market Co. 14402 Franklin Ave. Tustin 92780-7013	youngsmarket.com youngsinfo@youngsmarket.com	\$3 billion -4%	400 0%	3,000 0%	Liquor, wine wholesaler	1888	Christopher Underwood CEO (714) 665-1000/(714) 734-6420
9 (9)	Ventura Foods LLC 40 Pointe Drive Brea 92821-3698	venturafoods.com kyee@venturafoods.com	\$2.7 billion ⁽²⁾ 8%	296 10%	3,426 15%	Maker of salad dressings, other edible oils	1996	Christopher Furman CEO/president (714) 257-3700
10 (15)	Alorica 5 Park Plaza, Ste. 1100 Irvine 92614-8502	alorica.com generalinquiries@alorica.com	\$2.4 billion 112%	87 6%	100,000 92%	Business process outsourcing	1999	Andy Lee chairman/CEO (949) 527-4600
11 (10)	David Wilson Automotive Group 1400 N. Tustin Ave. Orange 92867-3995	davidwilsonautomotivegroup.com mchauvin@toyotaoforange.com	\$2.2 billion 3%	1,137 2%	1,998 ⁽¹⁾ NA	Auto dealerships	1983	David W. Wilson CEO (714) 639-6750/(714) 997-9200
12 (11)	Advantage Solutions⁽³⁾ 18100 Von Karman Ave., Ste. 1000 Irvine 92612-7196	advantagesolutions.net	\$2.1 billion 11%	1,071 ⁽¹⁾ NA	47,582 ⁽¹⁾ NA	Sales and marketing agency	1987	Tanya Domier CEO (949) 797-2900/(949) 797-9112
13 (12)	Fitness International LLC 3161 Michelson Drive Irvine 92612-4400	lafitness.com contact@fitnessintl.com	\$1.9 billion ⁽¹⁾ NA	1,000 ⁽¹⁾ NA	24,000 ⁽¹⁾ NA	Health club operator	1984	Louis Welch CEO (949) 988-5372
14 (14)	The C.A.R. Group Newport Beach	thecargroup.com	\$1.2 billion 5%	wnd	900 ⁽¹⁾ NA	Automotive dealerships	wnd	David Conant president

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose
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⁽¹⁾ Business Journal estimate

⁽²⁾ Revenue for 12 months ended March 31, 2017

⁽³⁾ Irvine-based Advantage Solutions filed for IPO in May; no date and terms disclosed as of our publication date

Researched by Dana Truong

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Rank Prev. Rank	Company •Address	•Website •Email	Revenue for 12 months ended Dec. 31, 2016 •yearly % change	OC employees •yearly % change	Companywide employees •yearly % change	Company/product description	Year established	Top local official(s) •Title •Phone/fax
15 (17)	KBS 800 Newport Center Drive, Ste. 700 Newport Beach 92660-6420	kbs.com info@kbs.com	\$1.1 billion 7%	161 -2%	186 -8%	Commercial real estate owner, operator, investment advisor	1992	Charles J. Schreiber Jr. CEO (949) 417-6500/(949) 417-6501
16 (16)	Apria Healthcare Group Inc. 26220 Enterprise Court Lake Forest 92630-8405	apria.com contact_us@apria.com	\$1.1 billion ⁽¹⁾ NA	511 ⁽¹⁾ NA	7,789 ⁽¹⁾ NA	Home respiratory services and certain medical equipment provider	1995	Dan Starck CEO (949) 639-2000
17 (20)	loanDepot 26642 Towne Centre Drive Foothill Ranch 92610-2808	loandepot.com jdubois@loandepot.com	\$1 billion 8%	2,049 ⁽¹⁾ NA	6,000 15%	Consumer lender	2010	Anthony Hsieh chairman/CEO (949) 595-7110
17 (18)	ViewSonic Corp. 10 Pointe Drive Brea 92821-7620	viewsonic.com	\$1 billion ⁽¹⁾ NA	90 ⁽¹⁾ NA	600 ⁽¹⁾ NA	Maker of LED monitors, projectors, digital signage displays and other products	1987	Jeff Volpe president, ViewSonic Americas (909) 444-8888/(909) 468-3757
19 (22)	Alliant Insurance Services Inc. 1301 Dove St., Ste. 200 Newport Beach 92660-2436	alliant.com marcomm@alliant.com	\$967.8 million 17%	230 6%	2,776 18%	Commercial insurance brokerage and employee benefits consulting firm	1925	Thomas W. Corbett/Greg Zimmer/Peter Carpenter chairman, CEO/president/COO (949) 756-0271
20 (19)	Tuttle-Click Automotive Group 41 Auto Center Drive Irvine 92618-2802	tuttleclick.com	\$962.9 million ⁽¹⁾ NA	618 ⁽¹⁾ NA	1,601 ⁽¹⁾ NA	Automotive dealerships	1946	Christopher Cotter president (949) 598-4800/(949) 830-0980
21 (24)	M S International Inc. 2095 N. Batavia St. Orange 92865-3101	msistone.com neha@msistone.com	\$899.5 million 18%	328 4%	1,279 0%	Distributor of flooring, countertop, granite, quartz, wall tile and hardscaping	1975	Manahar Shah CEO (714) 685-7507/(714) 685-7509
22 (21)	Pacific Dental Services 17000 Red Hill Ave. Irvine 92614-5626	pacificdentalservices.com info@pacificdentalservices.com	\$893.9 million ⁽¹⁾ NA	796 ⁽¹⁾ NA	7,261 NA	Dental support organization	1994	Stephen Thorne founder/CEO/president (714) 845-8500/(714) 845-8800
23 (29)	In-N-Out Burgers Inc. 4199 Campus Drive, ninth floor Irvine 92612-8604	in-n-out.com	\$807.1 million ⁽⁴⁾ 7%	2,350 6%	25,324 7%	Restaurant chain operator	1948	Lynsi Snyder president (949) 509-6200/(949) 854-5369
24 (23)	UST Global Inc. 5 Polaris Way Aliso Viejo 92656-5356	ust-global.com	\$800 million ⁽¹⁾ NA	100 ⁽¹⁾ NA	15,000 ⁽¹⁾ NA	Information technology services provider	1998	Sajan Pillai CEO (949) 716-8757/(949) 716-8396
25 (25)	Northgate González Markets 1201 N. Magnolia Ave. Anaheim 92801-2609	northgatemarkets.com website@northgatemarkets.com	\$745 million ⁽¹⁾ NA	2,000 ⁽¹⁾ NA	5,600 ⁽¹⁾ NA	Hispanic grocery and food chain	1980	Miguel González/Oscar González co-president, CEO/co-president, COO (714) 778-3784/(714) 778-3295
26 (27)	Piercey Automotive Group 16901 Millikan Ave. Irvine 92606-5011	pierceyautogroup.com	\$710.6 million 7%	220 7%	862 9%	Automobile sales and service	1991	William Piercey/Tom Chadwell/Rich Dusablon chairman, CEO/CFO/corporate controller (949) 396-6000/(949) 396-6005
27 (26)	Alliance Entertainment 17822 Gillette, Ste. A Irvine 92614-0527	aent.com jeffw@aent.com	\$684.6 million ⁽¹⁾ NA	45 ⁽¹⁾ NA	538 ⁽¹⁾ NA	Wholesaler and retailer of CDs, DVDs, vinyl, and consumer products	1990	Bruce Ogilvie/Jeff Walker chairman/CEO (949) 225-1170
28 (40)	Passco Cos. 2050 Main St., Ste. 650 Irvine 92614-8265	passco.com sstemen@passco.com	\$682 million 42%	51 2%	62 5%	Real estate investment firm specializing in the acquisition, development, and management of multifamily and commercial properties	1998	William Passo founder/CEO (949) 442-1000



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⁽¹⁾ Business Journal estimate

⁽⁴⁾ Revenue obtained from Chicago-based Technomic

Researched by Dana Truong

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New American Funding's Sales Jump 26%

Growth Organic;
Climbs 6 Spots on List

By PETER J. BRENNAN

Revenue at **New American Funding** in Tustin organically climbed 26% last year to \$477.6 million.

The mortgage lender also grew its workforce, adding 14% to 2,381. It climbed seven spots to No. 42 on the Business Journal's list of the largest private companies in the county.

Husband **Rick** and wife **Patty Arvielo** began the company in 2003 as a 40-employee call center.

Rick, who is chief executive, is a fan of technology and designed the business model around timesaving software.

Patty, who grew up in Los Angeles County and has 35 years of mortgage experience, is the president and manages operations and provides insights, such as bringing the entire loan process in-house.

The emphasis on technology hasn't stopped. Rick designed a mobile application called GoGo LO, a proprietary version of its website, Bankerview. The application, introduced last year, permits processors, underwriters and production assistants to use their cellphones to access its pipeline and thus increases productivity.

The company also opened 36 branches last year for a total of 130 around the country.

New American is a Fannie Mae, Freddie Mac and Ginnie Mae direct lender, seller, and servicer that operates its own builder and real estate-based lending divisions, as well as a large loan-servicing unit.

Last year, it introduced a Fannie Mae



Rick and Patty Arvielo: husband and wife steer fast-growing lender

product called Your Path, which takes into account changing demographics to approve loans, such as self-employment, seasonal work and multigenerational families. Such factors aren't well evaluated by traditional methods, the company said.

It funds \$1 billion in loans a month and maintains a \$17 billion servicing portfolio. The company was the nation's 39th largest mortgage lender in the first quarter, according to Inside Mortgage Finance Publications. Two big competitors are based in Orange County—No. 17, **loanDepot LLC** in Foothill Ranch and No. 35, **Stearns**

Lending LLC in Santa Ana.

Rick grew up in Palm Springs and started his first business at age 16. A few years later, he launched his second business, Paradon Industries, which became the parent of a checking company that was sold in several years.

In 2001, he began as an independent mortgage broker developing systems to remove inefficiencies in lending. He founded Broker Solutions Inc. to assist mortgage lenders.

Rick is also chairman of MORPAC, the political action committee of the Mortgage Bankers Association.

The couple, who didn't graduate from college, were honored this past year by the American Business Awards with a Silver Stevie Award for Executive of the Year in financial services and by **Ernst & Young** as entrepreneurs of the year for Orange County.

They received the Business Journal's 2015 Excellence in Entrepreneurship Award.

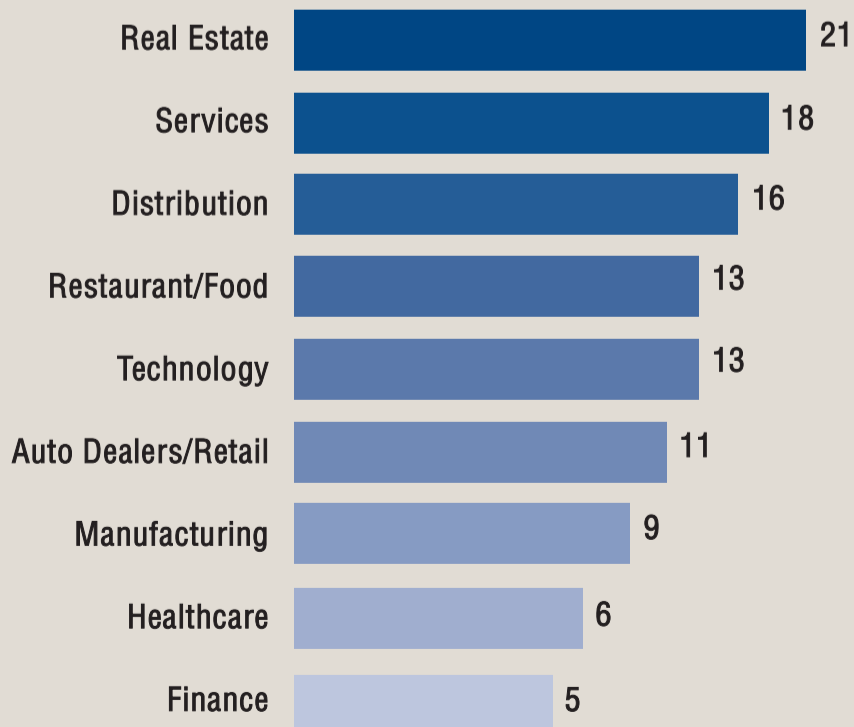
"While we have achieved tremendous business success in a short time frame, we believe our family-like culture that emphasizes teamwork, unity, and fun is what sets us apart," its website reads. ■

OC Data Drill

LARGEST PRIVATE COS.

Industries

Table below shows 112 largest OC private companies grouped by industry; the list begins on page 24.



Research by Dana Truong and Paul Hughes
Graphic by Brette Miller

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29 (32)	Shelly Automotive Group 9881 Research Drive Irvine 92618-4304	shellyautomotive.com judy@shellygroup.com	\$682 million 15%	381 -11%	677 18%	Automotive dealerships	1999	Damon Shelly/Michael Chadwick chairman, CEO/president (949) 380-1200/(949) 861-3041
30 (30)	Stremicks Heritage Foods LLC 4002 Westminster Ave. Santa Ana 92703-1310	stremicksheritagefoods.com gaylei@heritage-foods.com	\$650 million 8%	142 -7%	922 3%	Maker, distributor of dairy products, juices, soy, soups, nondairy products, protein, almond and coconut	1916	Louis J. Stremick/Samuel J. Stremick chairman, CEO/president (714) 775-5000/(714) 265-2839
31 (28)	Western National Group 8 Executive Circle Irvine 92614-6746	wng.com wncares@wng.com	\$626 million ⁽¹⁾ NA	610 ⁽¹⁾ NA	1,147 ⁽¹⁾ NA	Apartment property investor, manager	1981	Michael Hayde CEO (949) 862-6200/(949) 862-6490
32 (30)	Extron Electronics 1025 E. Ball Road Anaheim 92805-5957	extron.com	\$600 million ⁽¹⁾ NA	425 ⁽¹⁾ NA	2,000 ⁽¹⁾ NA	Professional AV system integration products manufacturer	1983	Andrew C. Edwards CEO/president (714) 491-1500/(714) 491-1517
32 (34)	RSI Holding Corp. 620 Newport Center Drive, Ste. 1200 Newport Beach 92660-8012		\$600 million 8%	550 0%	4,500 0%	Bath, kitchen cabinet products; homebuilding	1989	Ron Simon/Alex Calabrese chairman, founder/CEO, president (949) 720-1116
34 (33)	Kapco Global 3120 Enterprise St. Brea 92821-6236	kapco-global.com	\$575 million ⁽¹⁾ NA	198 ⁽¹⁾ NA	600 ⁽¹⁾ NA	Distributor of aircraft parts	1972	Andrew Todhunter CEO/president (714) 223-5400
35 (35)	Stearns Lending LLC 4 Hutton Centre Drive, 10th floor Santa Ana 92707-8788	stearns.com marketing@stearns.com	\$555.1 million 1%	482 -18%	1,550 -16%	Mortgage lender, related services	1989	Brian S. Hale CEO (855) 839-6487
36 (38)	Arbonne International LLC 9400 Jeronimo Road Irvine 92618-1907	arbonne.com info@arbonne.com	\$541 million 6%	317 9%	823 8%	Health, beauty products	1980	Kay Zanotti CEO (949) 770-2610/(949) 460-1095
37 (36)	Targus International LLC⁽⁵⁾ 1211 N. Miller St. Anaheim 92806-1933	targus.com	\$530 million ⁽¹⁾ NA	175 ⁽¹⁾ NA	550 ⁽¹⁾ NA	Laptop carrying cases, mobile accessories	1983	Mikel H. Williams chairman/CEO (714) 765-5555/(714) 765-5599
38 (37)	Trace3 Inc. 7565 Irvine Center Drive, Ste. 200 Irvine 92618-4919	trace3.com trace3@gutenbergpr.com	\$513.2 million ⁽¹⁾ NA	105 ⁽¹⁾ NA	341 ⁽¹⁾ NA	IT consultancy and service provider	2001	Hayes Drumwright/Tyler Beecher/Chad Cardenas executive chairman/CEO/president (949) 333-2300/(949) 333-2400
39 (NR)	Ambry Genetics Corp. 15 Argonaut Aliso Viejo 92656	ambrygen.com info@ambrygen.com	\$500 million ⁽¹⁾ NA	400 ⁽¹⁾ NA	700 ⁽¹⁾ NA	Creates and conducts genetic tests for the medical industry	1999	Charles L.M. Dunlop/Aaron Elliott chairman, president/CEO (866) 262-7943/(949) 900-5501
39 (43)	Confie Seguros⁽⁶⁾ 7711 Center Ave., Ste. 200 Huntington Beach 92647-9124	confie.com	\$500 million NA	276 ⁽¹⁾ NA	4,413 ⁽¹⁾ NA	National personal- and commercial-lines insurance broker	2007	Mordy Rothberg/Darrin Silveria/Cesar Soriano co-founder, executive chairman/chief sales officer/COO (714) 252-2500
39 (45)	Custom Building Products Inc. 7711 Center Ave., Ste. 500 Huntington Beach 92647-3076	custombuildingproducts.com	\$500 million 25%	113 2%	824 0%	Maker, distributor of building products	1964	Thomas Peck chairman (800) 272-8786/(800) 200-7765
42 (48)	New American Funding 14511 Myford Road, Ste. 100 Tustin 92780-7057	newamericanfunding.com customerservice@nafinc.com	\$477.6 million 26%	865 3%	2,381 14%	Mortgage banking	2003	Rick Arvielo/Patty Arvielo CEO/president (800) 450-2010

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(1) Business Journal estimate

(5) Previously listed as Targus Group International Inc.
(6) Previously listed as Confie Seguros Holding Co.

Researched by Dana Truong

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43 (42)	Applied Medical Resources Corp. 22872 Avenida Empresa Rancho Santa Margarita 92688-2650	appliedmedical.com contact@appliedmedical.com	\$460.8 million 3%	2,553 4%	3,490 3%	Medical device maker	1987	Said Hilal CEO (949) 713-8000/(949) 713-8200
44 (41)	Smile Brands Inc. 100 Spectrum Center Drive, Ste. 1500 Irvine 92618-4984	smilebrands.com tanisha.wicker@smilebrands.com	\$450 million ⁽¹⁾ NA	500 NA	4,500 ⁽¹⁾ NA	Dental management services	1998	Steven Bilt CEO (714) 668-1300
45 (54)	KPRS Construction Services Inc. 2850 Saturn St. Brea 92821-6201	kprsinc.com joels@kprsinc.com	\$445.5 million 33%	215 16%	235 15%	General contractor	1998	Joel Stensby president (714) 672-0800/(714) 672-0871
46 (50)	Budget Blinds 1927 N. Glassell St. Orange 92865-4313	budgetblinds.com info@budgetblinds.com	\$410 million 12%	102 7%	1,325 18%	Home improvement company providing custom window treatments, including blinds, shades, shutters, draperies, window film and more	1992	Shirin Behzadi CEO (714) 637-2100/(714) 637-1400
47 (44)	Southland Industries Inc. 7390 Lincoln Way Garden Grove 92841-1427	southlandind.com	\$407 million ⁽¹⁾ NA	500 ⁽¹⁾ NA	1,575 ⁽¹⁾ NA	Engineering, construction services	1949	Ted Lynch CEO (714) 901-5800/(714) 901-5811
48 (45)	Olen Properties Corp. 7 Corporate Plaza Newport Beach 92660-7904	olenproperties.com iolenicoff@olenproperties.com	\$400 million ⁽¹⁾ NA	114 5%	384 23%	Real estate developer, investor and operator/ property manager	1973	Igor Michael Olenicoff founder/president (949) 719 7252/(949) 719-7250
49 (59)	Tawa Supermarket Inc. 6281 Regio Ave. Buena Park 90620-1042	99ranch.com customerservice@tawa.com	\$380 million 23%	500 11%	2,550 16%	Asian grocery chain	1984	Roger Chen chairman (714) 521-8899
50 (47)	Evolution Hospitality LLC 1211 Puerta Del Sol, Ste. 170 San Clemente 92673-6353	evolutionhospitality.com contact@evolutionhospitality.com	\$379.7 million ⁽¹⁾ NA	189 ⁽¹⁾ NA	3,045 ⁽¹⁾ NA	Hotel management and investment	2011	John Murphy president (949) 325-1350/(949) 325-1349
51 (49)	Real Mex Restaurants Inc. 5660 Katella Ave., Ste. 200 Cypress 90630-5058	realmexrestaurants.com	\$366.5 million ⁽¹⁾ NA	1,565 ⁽¹⁾ NA	8,200 ⁽¹⁾ NA	Mexican restaurant chain operator	1954	Bryan Lockwood CEO (562) 346-1200/(562) 346-1463
52 (56)	City Ventures LLC 3121 Michelson Drive Irvine 92612-7672	cityventures.com tori@cityventures.com	\$362.9 million 14%	47 -19%	120 1%	Home building and development	2009	Craig Atkins/Mark Buckland chairman/CEO (949) 258-7555/(949) 336-4349
53 (52)	Roth Staffing Cos. 450 N. State College Blvd. Orange 92868-1708	rothstaffing.com broth@rothstaffing.com	\$360 million ⁽¹⁾ NA	158 22%	615 ⁽¹⁾ NA	Staffing company	1994	Adam Roth CEO (714) 939-8600/(714) 939-8688
54 (80)	Sukut Construction LLC 4010 W. Chandler Ave. Santa Ana 92704-5202	sukut.com info@sukut.com	\$354.2 million ⁽⁷⁾ 72%	115 10%	485 -14%	Land grading, engineering, construction services	2011	Michael Crawford/Paul Kuliev CEO, president/CFO (714) 540-5351/(714) 545-2438
55 (53)	SARES•REGIS Group 18802 Bardeen Ave. Irvine 92612-1521	sares-regis.com vciavarella@sares-regis.com	\$354 million ⁽¹⁾ NA	175 3%	624 ⁽¹⁾ NA	Real estate development, investment and management of commercial and residential properties	1993	Vince Ciavarella president, commercial property services (949) 809-2407/(949) 862-2207
56 (51)	Johnny Rockets Group Inc. 2 South Pointe Drive Lake Forest 92630-2280	johnnyrockets.com pr@johnnyrockets.com	\$352.8 million 71%	100 0%	650 ⁽¹⁾ NA	Restaurant chain operator	1986	James Walker president, global operations and development (949) 643-6100/(866) 209-9523
57 (58)	Ganahl Lumber Co. 1220 E. Ball Road Anaheim 92805-0031	ganahl.com contact@ganahl.com	\$330.2 million ⁽⁷⁾ 6%	640 5%	820 8%	Retail lumber, building materials, hardware	1884	Peter J. Ganahl CEO (714) 772-5444/(714) 772-0639
58 (55)	St. John Knits International Inc. 17622 Armstrong Ave. Irvine 92614-5728	stjohnknits.com	\$325 million ⁽¹⁾ NA	600 -31%	1,540 NA	Apparel, retailer	1962	Bruce Fetter CEO/president/COO (949) 863-1171
59 (57)	Largo Concrete Inc. 2741 Walnut Ave., first floor Tustin 92780-7037	largoconcrete.com info@largoconcrete.com	\$315 million ⁽¹⁾ NA	1,450 2%	1,500 ⁽¹⁾ NA	Structural concrete/formwork place and finish design-build parking structures	1989	Ken Long president (714) 731-3600/(714) 731-4800
60 (60)	Insight Investments LLC 611 Anton Blvd., Ste. 700 Costa Mesa 92626-7050	insightinvestments.com info@insightinvestments.com	\$300.8 million ⁽¹⁾ NA	217 ⁽¹⁾ NA	270 ⁽¹⁾ NA	Technology acquisition, leasing, management requirements	1987	John Ford/Richard Heard chairman, CEO/president (714) 939-2300/(714) 939-2397

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⁽⁷⁾ Revenue for 12 months ended Oct. 31, 2016

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61 (61)	5.11 Tactical 1360 Reynolds Ave., Ste. 101 Irvine 92614-5535	511tactical.com	\$300 million ⁽¹⁾ NA	123 11%	550 8%	Tactical gear and apparel brand	2003	Tom Davin/Francisco Morales/Dave Unter CEO/president/CFO (949) 800-1511
61 (61)	C.J. Segerstrom & Sons 3315 Fairview Road Costa Mesa 92626-1655	southcoastplaza.com	\$300 million ⁽¹⁾ NA	300 0%	300 0%	Real estate owner, developer	wnd	Elizabeth Segerstrom/Sandy Daniels partners (714) 546-0110/(714) 546-9835
61 (101)	Raj Swim LLC 2692 Dow Ave. Tustin 92780-7208	rajswim.com operations@rajswim.com	\$300 million ⁽¹⁾ NA	401 0%	522 ⁽¹⁾ NA	Apparel maker	1967	Alex Bhatth/Lisa Vogel/Brenda West/ Steve Brink co-president/co-president/president/ CFO, COO (714) 838-3110/(714) 838-1363
61 (61)	Red Digital Cinema Camera Co. 34 Parker Irvine 92618-1604	red.com	\$300 million ⁽¹⁾ NA	425 ⁽¹⁾ NA	500 ⁽¹⁾ NA	Maker and seller of digital still and motion cameras, accessories; film studio owner	2005	Jarred Land president (949) 206-7900/(949) 206-7990
65 (71)	Technologent 100 Spectrum Center Drive, Ste. 700 Irvine 92618-4970	technologent.com info@technologent.com	\$293 million 19%	74 9%	192 13%	IT solution provider including hardware, software, support, professional services	2002	Thomas Gallaway co-founder/president (949) 716-9500/(949) 716-9600
66 (64)	Angels Baseball LP 2000 Gene Autry Way Anaheim 92806-6143	angels.com	\$285 million ⁽¹⁾ NA	930 ⁽¹⁾ NA	1,484 ⁽¹⁾ NA	Major League Baseball team	1961	Arturo R. Moreno owner (714) 940-2000/(714) 940-2001
67 (65)	Kimco Staffing Services Inc. 17872 Cowan Ave. Irvine 92614-6010	kimco.com	\$283.3 million ⁽¹⁾ NA	98 -10%	186 ⁽¹⁾ NA	Staffing company	1986	Kim Meganigal/Lisa Pierson CEO/president (949) 752-6996/(949) 756-5020
68 (72)	Millie & Severson Inc. 3601 Serpentine Drive Los Alamitos 90720-0399	mandsinc.com info@mandsinc.com	\$279 million ⁽⁷⁾ 14%	113 18%	142 14%	General contractor specializing in healthcare, medical office, office, creative office, industrial, institutional, tenant improvements	1945	Brian T. Cresap president (562) 493-3611/(562) 598-6871
69 (67)	Fluidmaster Inc. 30800 Rancho Viejo Road San Juan Capistrano 92675-1564	fluidmaster.com jwohlfel@fluidmaster.com	\$277 million 11%	140 1%	2,000 25%	Toilet system components, repair and related products	1957	Robert AndersonSchoepe/Todd Talbot chairman, CEO/president (949) 728-2000
70 (66)	Sizzler USA Inc. 25910 Acero Drive, Ste. 350 Mission Viejo 92691-7908	sizzler.com	\$272.9 million ⁽⁸⁾ 0%	295 2%	5,000 -3%	Restaurant chain operator	1958	Kerry Kramp CEO/president (949) 273-4497/(949) 855-8446
71 (93)	Too Faced Cosmetics LLC 18231 McDermott W. Irvine 92614-4714	toofaced.com	\$270 million NA	122 NA	275 NA	Cosmetics company	1998	Jerrold Blandino/Jeremy Johnson co-founder, chief creative officer/co- founder, CEO (855) 866-3223
72 (78)	The Bascom Group LLC 26 Corporate Park Drive, Ste. 200 Irvine 92606-3115	bascomgroup.com soberly@bascomgroup.com	\$259 million 20%	24 0%	24 0%	Real estate private equity firm	1996	Jerome Fink/David Kim managing partners (949) 955-0888/(949) 955-0188
73 (74)	Wienerschnitzel 7700 Irvine Center Drive, Ste. 550 Irvine 92618-3036	wienerschnitzel.com dkoegeboehn@galardigroup.com	\$253.5 million ⁽⁴⁾ 5%	40 ⁽¹⁾ NA	wnd	Restaurant chain	1961	Cindy Galardi Culpepper chairperson/CEO (800) 764-9339/(949) 892-2618
74 (67)	Mobilitie LLC 2220 University Drive Newport Beach 92660-3319	mobilitie.com solutions@mobilitie.com	\$250 million 0%	250 25%	1,100 0%	Wireless infrastructure company	2005	Gary Jabara founder/CEO (949) 515-1500
74 (67)	Rancho Mission Viejo LLC 28811 Ortega Highway San Juan Capistrano 92675-2023	ranchomissionviejo.com	\$250 million ⁽¹⁾ NA	61 0%	61 0%	Ranching, farming, planning, development, and financial management	1882	Anthony Moiso CEO/president (949) 240-3363
74 (90)	Southern California News Group⁽⁹⁾ 2190 S. Towne Centre Place Anaheim 92806-6128	scng.com info@scng.com	\$250 million ⁽¹⁾ NA	586 -5%	1,169 -3%	Publishes The Orange County Register and community weekly newspapers, magazines, websites, mobile applications; digital advertising (Adtaxi), content marketing services	2016	Ron Hasse president (714) 796-7000
77 (73)	Pacific Hospitality Group 2532 Dupont Drive Irvine 92612-1524	pacifichospitality.com info@pacifichospitality.com	\$245.2 million ⁽¹⁾ NA	1,022 ⁽¹⁾ NA	2,659 ⁽¹⁾ NA	Manages, develops, finances, and owns hotels and resorts primarily located in California	1987	Tim R. Busch CEO/president (949) 861-4700/(949) 474-7732
78 (67)	Mercedes-Benz of Laguna Niguel 1 Star Drive Laguna Niguel 92677-4589	mblaguna.com sales@mblaguna.com	\$242.5 million -3%	250 -11%	250 -11%	Auto dealership	1973	Pat Bolter general manager (949) 347-3700/(949) 347-3891

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose
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⁽¹⁾ Business Journal estimate

⁽⁷⁾ Revenue for 12 months ended Oct. 31, 2016

⁽⁸⁾ Revenue for 12 months ended Jan. 1, 2017

⁽⁴⁾ Revenue obtained from Chicago-based Technomic

⁽⁹⁾ Denver-based Digital First Media Inc. acquired Freedom Communications in April 2016; Previously listed as Freedom Communications Inc.

Researched by Dana Truong

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PRIVATE COMPANIES

► From page 30

Rank Prev. Rank	Company •Address	•Website •Email	Revenue for 12 months ended Dec. 31, 2016 •yearly % change	OC employees •yearly % change	Companywide employees •yearly % change	Company/product description	Year established	Top local official(s) •Title •Phone/fax
79 (75)	Donahue Schriber 200 E. Baker St., Ste. 100 Costa Mesa 92626-4551	donahueschriber.com donahueschriber@dsrg.com	\$222 million -1%	101 2%	124 0%	REIT (Real Estate Investment Trust) specializing in neighborhood, community, and power shopping centers from San Diego to Seattle	1969	Patrick S. Donahue/Lawrence P. Casey chairman, CEO/president, COO (714) 545-1400/(714) 545-4222
80 (76)	MSC Software Corp. 4675 MacArthur Court Newport Beach 92660-1875	msscsoftware.com info-msc@msscsoftware.com	\$220 million ⁽¹⁾ NA	150 ⁽¹⁾ NA	1,200 ⁽¹⁾ NA	Software maker and engineering simulation services provider	1963	Dominic Gallelo CEO/president (714) 540-8900
81 (77)	Alignment Healthcare 1100 W. Town & Country Road Orange 92868-4600	alignmenthealthcare.com	\$217 million ⁽¹⁾ NA	210 ⁽¹⁾ NA	312 ⁽¹⁾ NA	Health care services for Medicare beneficiaries, Medicare Advantage	2013	John Kao CEO/president (844) 310-2247
82 (81)	Bomel Construction Co. 8195 E. Kaiser Blvd. Anaheim Hills 92808-2214	bomelconstruction.com dmcginnis@bomelconstruction.com	\$214 million 4%	120 -64%	207 -45%	General contractor specializing in design-build parking structures, structural and architectural/site concrete	1970	Kent Matranga president (714) 921-1660/(714) 921-1943
83 (79)	Pacific Rim Capital Inc. 15231 Laguna Canyon Road, Ste. 250 Irvine 92618-7714	pacifiricapital.com recpt@pacrimcap.com	\$209.2 million 1%	50 9%	50 9%	Capital equipment lessor, asset disposition	1990	David Mirsky/Marc Mills CEO/president (949) 389-0800/(949) 389-0900
84 (89)	Smartlabs Inc. ⁽¹⁰⁾ 16542 Millikan Ave. Irvine 92606-5027	smartlabsinc.com	\$200 million ⁽¹⁾ NA	100 ⁽¹⁾ NA	100 ⁽¹⁾ NA	Home automation products retailer	1992	Joe Dada CEO (949) 477-5505
84 (86)	Worldview Travel 101 W. Fourth St., Ste. 400 Santa Ana 92701-9929	worldviewtravel.com	\$200 million 8%	60 0%	200 33%	Travel agency	1974	wnd (714) 540-7400/(714) 979-6040
86 (87)	American Technologies Inc. 210 Baywood Ave. Orange 92865-2603	atirestoration.com gary.moore@atirestoration.com	\$190 million 4%	593 162%	917 15%	Restoration, environmental remediation, and reconstruction contractor	1989	Gary Moore/Ryan Moore/Steve Pace/ Scott Moore president/executive VP/CFO/national operations manager (714) 283-9990/(714) 283-9995
87 (83)	Arbitech LLC 64 Fairbanks Irvine 92618-1602	arbitech.com cynthia.powers@arbitech.com	\$190 million ⁽¹⁾ NA	81 NA	81 NA	Distributor of data center hardware	2000	Torin Pavia/Francisco Llaca chairman/president (949) 376-6650/(949) 376-6181
88 (84)	The Raymond Group 520 W. Walnut Ave. Orange 92868-2233	raymondgroup.com kimw@raymondgroup.com	\$188.3 million ⁽¹⁾ NA	57 ⁽¹⁾ NA	108 ⁽¹⁾ NA	Interior and exterior contractor	1936	Travis Winsor/Tom O'Brien CEO/CFO (714) 771-7670/(714) 633-1558
89 (85)	Trend Offset Printing Services Inc. 3701 Catalina St. Los Alamitos 90720-2402	trendoffset.com salesca@trendoffset.com	\$186 million ⁽¹⁾ NA	637 6%	890 ⁽¹⁾ NA	Commercial printer	1986	Todd Nelson/Jim Davis CEO/president (562) 598-2446/(562) 430-2373
90 (82)	Advanced MP Technology Inc. 1010 Calle Sombra San Clemente 92673-6227	advancedmp.com info@advancedmp.com	\$180 million -10%	80 7%	215 -2%	Distributor of electronic components	1978	Homey Shoroghgi CEO (949) 492-3113/(949) 492-9589
90 (4)	First Team Real Estate 108 Pacifica, Ste. 300 Irvine 92618-7435	firstteam.com	\$180 million 6%	340 43%	340 43%	Real estate brokerage firm	1976	Cameron Merage founder/CEO (949) 988-3000
90 (88)	Yogurtland Franchising Inc. 17801 Cartwright Road Irvine 92614-6216	yogurt-land.com info@yogurt-land.com	\$180 million 0%	97 -39%	209 -32%	Franchisor of self-serve frozen yogurt restaurants	2006	Phillip Chang founder/CEO (949) 265-8000/(949) 265-8000
93 (92)	Warmington Group of Cos. 3090 Pullman St. Costa Mesa 92626-5901	homesbywarmington.com	\$177.3 million 17%	111 35%	174 34%	Homebuilder	1926	Jim Warmington Jr. chairman/CEO (714) 557-5511/(714) 641-9337
94 (91)	La Jolla Group Inc. 14350 Myford Road Irvine 92606-1002	lajollagroup.com	\$162 million ⁽¹⁾ NA	321 ⁽¹⁾ NA	404 ⁽¹⁾ NA	Apparel maker	1992	Daniel Neukomm CEO (949) 428-2800
95 (93)	Affliction Holdings LLC 1799 Apollo Court Seal Beach 90740-5617	afflictionclothing.com	\$150 million ⁽¹⁾ NA	100 ⁽¹⁾ NA	200 ⁽¹⁾ NA	Apparel maker	2005	wnd (562) 598-0299/(562) 598-0298
95 (93)	QSC LLC ⁽¹¹⁾ 1675 MacArthur Blvd. Costa Mesa 92626-1440	qsc.com info@qscaudio.com	\$150 million ⁽¹⁾ NA	400 NA	525 NA	Power amplifiers, loudspeakers, digital mixers, digital signal processors (DSP), and the Q-SYS™ networked audio, video and control platform	1968	Joe Pham CEO/president (714) 754-6175/(714) 754-6173

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose
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⁽¹⁾ Business Journal estimate

⁽¹⁰⁾ Previously listed as Smarhome Inc.; SmartLabs and affiliates were acquired by a private investment firm on June 13

⁽¹¹⁾ Previously listed as QSC Audio Products LLC

Researched by Dana Truong

PRIVATE COMPANIES

Rank Prev. Rank	Company Address	Website Email	Revenue for 12 months ended Dec. 31, 2016 •yearly % change	OC employees •yearly % change	Companywide employees •yearly % change	Company/product description	Year established	Top local official(s) •Title •Phone/fax
95 (93)	Sole Technology Inc. 26921 Fuerte Drive Lake Forest 92630-8149	soletechnology.com	\$150 million ⁽¹⁾ NA	120 ⁽¹⁾ NA	194 ⁽¹⁾ NA	Action sports shoes, apparel maker	1986	Pierre Senizergues founder/CEO (949) 460-2020/(949) 460-2050
98 (97)	Prudential Overall Supply 1661 Alton Parkway Irvine 92606-4801	prudentialuniforms.com	\$148 million ⁽¹⁾ NA	150 ⁽¹⁾ NA	1,428 ⁽¹⁾ NA	Uniform rental service	1932	Tom Watts president (949) 250-4855/(949) 261-1947
99 (98)	Friendly Franchisees Corp. 1 Centerpointe Drive, Ste. 400 La Palma 90623-1052	ffcorp.online	\$140 million ⁽¹⁾ NA	20 ⁽¹⁾ NA	4,000 ⁽¹⁾ NA	Owner and operator of Denny's, Papa John's Pizza and Carl's Jr. restaurants in Southern California and Seattle	wnd	Harshad Dharod owner/president (714) 736-8900/(714) 736-8909
100 (100)	Spireon 16802 Aston St. Irvine 92606-4832	spireon.com	\$133.5 million ⁽¹⁾ NA	190 ⁽¹⁾ NA	520 ⁽¹⁾ NA	GPS tracking devices for mobile assets and business intelligence	2002	Kevin Weiss CEO (800) 557-1449
101 (107)	Express Manufacturing Inc. 3519 W. Warner Ave. Santa Ana 92704-5214	eminc.com info@eminc.com	\$133 million 17%	871 12%	1,448 7%	Electronics maker, engineering services	1983	C.P. Chin CEO/president (714) 979-2228/(714) 556-0575
102 (102)	Reliable Wholesale Lumber 7600 Redondo Circle Huntington Beach 92648-1303	rwli.net dhigman@rwli.net	\$128 million ⁽¹⁾ NA	100 ⁽¹⁾ NA	150 ⁽¹⁾ NA	Distribution of forest products	1971	Jerome Higman/Will Higman/David Higman CEO, president/COO/CFO (714) 848-8222/(714) 847-1605
103 (106)	Insulectro and Affiliates 20362 Windrow Drive Lake Forest 92630-8138	insulectro.com info@insulectro.com	\$127.8 million 11%	85 5%	160 13%	Supplier of raw materials used to fabricate complex, multi-layer printed circuit boards (PCBs) and other electronic interconnect materials.	1991	Patrick Redfern president (949) 587-3200/(949) 454-0079
104 (104)	Moorefield Construction Inc. 600 N. Tustin Ave., Ste. 210 Santa Ana 92705-3781	moorefieldconstruction.com info@moorefieldconstruction.com	\$127.7 million ⁽²⁾ 5%	61 11%	88 9%	Retail/commercial general contractor	1957	Ann Moorefield CEO (714) 972-0700/(714) 972-3030
105 (99)	Elmore Toyota 15300 Beach Blvd. Westminster 92683-6296	elmoretoyota.com shannon@elmoretoyota.com	\$126.5 million -7%	120 -10%	120 -10%	Auto dealership	1966	David McHowell general manager (714) 894-3322/(714) 379-6412
106 (103)	Dragon Crowd Apparel LLC⁽¹³⁾ 275 McCormick Ave, Bldg. B Costa Mesa 92626-3325	dragon-crowd.com info@dragon-crowd.com	\$125 million ⁽¹⁾ NA	35 ⁽¹⁾ NA	3,000 ⁽¹⁾ NA	Apparel manufacturer	1998	Edward Zhou/J Spencer/Jeff Marshall CEO/president/marketing director (714) 361-9820
107 (105)	First Financial Corporate Services Inc. 711 Kimberly Ave., Ste. 160 Placentia 92870-6344	ffcsi.com info@ffcsi.com	\$114.8 million ⁽¹⁾ NA	18 ⁽¹⁾ NA	37 ⁽¹⁾ NA	Healthcare, IT, capital equipment and material handling lessor	2000	Richard Stebbins/Tom Slevin co-founders, co-presidents (714) 646-1600/(714) 646-1601
108 (111)	Logomark Inc. 1201 Bell Ave. Tustin 92780-6420	logomark.com custom@logomark.com	\$100 million 0%	200 ⁽¹⁾ NA	200 ⁽¹⁾ NA	Supplier of personalized gifts, accessories, pens, tools and timepieces	1992	Trevor Gnesin CEO (714) 675-6100
108 (111)	Pool Water Products 17872 Mitchell N., Ste. 250 Irvine 92614-6034	poolwaterproducts.com	\$100 million ⁽¹⁾ NA	30 7%	260 0%	Maker of pool, spa equipment and supplies	1964	Zelma Allred co-founder/chairperson/CEO (949) 756-1666/(949) 474-1973
108 (111)	Royalty Carpet Mills Inc.⁽¹⁴⁾ 17111 Red Hill Ave. Irvine 92614-5607	royaltycarpetmills.com	\$100 million ⁽¹⁾ NA	400 ⁽¹⁾ NA	475 ⁽¹⁾ NA	Carpet maker	1966	Andrea Greenleaf owner/president (949) 474-4000/(949) 553-8238
108 (111)	Worldwide Golf Enterprises Inc. 1430 Village Way, Ste. T Santa Ana 92705-4761	worldwidegolfshops.com	\$100 million ⁽¹⁾ NA	wnd	wnd	Golf-equipment retailer	1965	Al Morris president (714) 543-8284
112 (NR)	Ingardia Brothers Produce Inc. 700 S. Hathaway St. Santa Ana 92705-4126	ingardiabros.com sam@ingardiabros.com	\$99.9 million 5%	213 8%	213 8%	Wholesale distribution of produce, seafood, frozen foods, dairy, and grocery	1973	Samuel P. Ingardia CEO (949) 645-1365

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose
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⁽¹⁾ Business Journal estimate

⁽²⁾ Revenue for 12 months ended Sept. 30, 2016

⁽¹³⁾ Previously listed as Dragon Crowd Garment Inc.

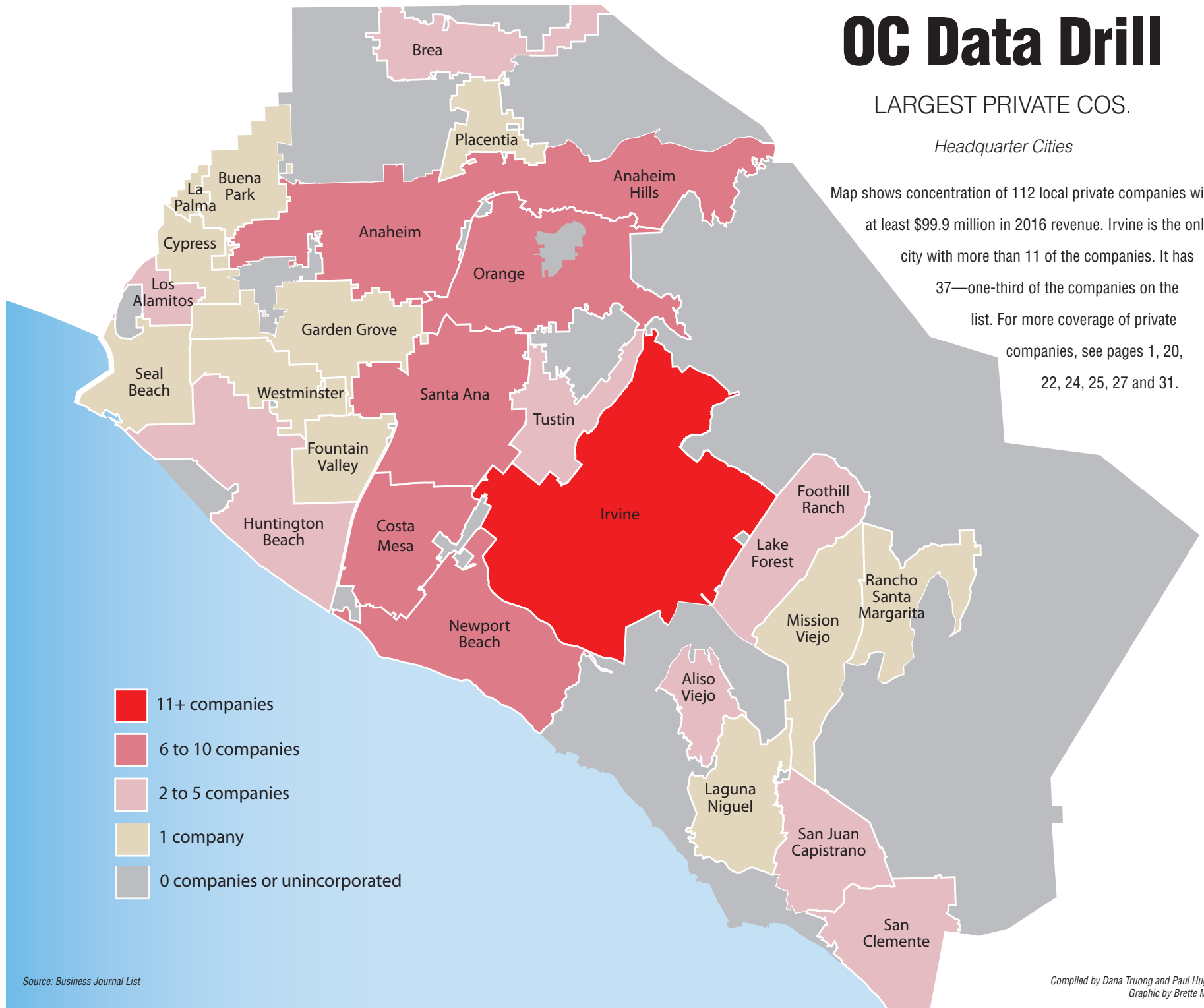
⁽¹⁴⁾ Irvine-based Royalty Carpets ceased operations on June 14

OC Data Drill

LARGEST PRIVATE COS.

Headquarter Cities

Map shows concentration of 112 local private companies with at least \$99.9 million in 2016 revenue. Irvine is the only city with more than 11 of the companies. It has 37—one-third of the companies on the list. For more coverage of private companies, see pages 1, 20, 22, 24, 25, 27 and 31.



- 11+ companies
- 6 to 10 companies
- 2 to 5 companies
- 1 company
- 0 companies or unincorporated

Source: Business Journal List

Compiled by Dana Truong and Paul Hughes
Graphic by Brette Miller